L.A./L.B./Oakland Ports To Busan, South Korea

Fresh Grapes

Monthly Market Share For: May 1997

Month\Year: 30\83

Month Year: 30/03												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Maersk	100%	67%	15 Days	\$3.40	\$5		Al	\$34			1320 pkg	JS.

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L.A./L.B./Oakland Ports To Hong Kong

Fresh Grapes

Monthly Market Share For: May 1997

Month\Year: 83\252

Market Market Transit
Carrier Share Share CY Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. Size Container Rate

Maersk 67% 45% 13 Days \$2.07 Al Al Al 1400 pkgs \$2.898

Carrier	Share	Share CY	Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec ARB	Cotton R.	Size	ContainerRate
Maersk	67%	45%	13 Days	\$2.07	ΑI			Al			1400 pkgs	. \$2,898
Sea-Land	29%	22%	14 Days	\$2.07	ΑI			ΑI			1400 pkgs	. \$2,898
Hapag-Lloyd	2%	1%	19 Days	\$2.07	ΑI			ΑI			1400 pkgs	. \$2,898
NYK Line	1%	0%	19 Days	\$2.07	ΑI			ΑI			1400 pkgs	. \$2,898
OOCL	1%	0%	15 Days	\$2.07	Al			Al			1400 pkgs	. \$2,898

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L.A./L.B./Oakland Ports To Jakarta, Indonesia

Fresh Grapes

Monthly Market Share For: May 1997

Month\Year: 4\8

Month\Year: 4\8								Surcharg	ges:			
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Maersk	100%	75%	22 Days	\$3.70	\$5			\$34				\$5,765

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L.A./L.B./Oakland Ports To Manila, Philippines

Fresh Grapes

Monthly Market Share For: May 1997

Month\Year: 10\32

Month\Year: 10\32	Surcharges:											
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Maersk	90%	5%	18 Days	\$2.90	\$5			\$34				\$4,645
Sea-Land	10%	6%	19 Days	\$2.90	\$5			\$34				\$4,645
APL	0%	44%	19 Days	\$2.90	\$5			\$34				\$4,645

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L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Fresh Grapes

Monthly Market Share For: May 1997

Month\Year: 39\68

Month\Year: 39\68												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Maersk	69%	66%	21 Days	\$3.20	\$5			\$34				\$5,065
Sea-Land	28%	22%	25 Days	\$3.20	\$5			\$34				\$5,065
Neptune	3%	1%	26 Days	\$3.20	\$5			\$34				\$5,065

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L.A./L.B./Oakland Ports To Singapore

Fresh Grapes

Monthly Market Share For: May 1997

Month\Year: 13\13

Month\Year: 13\13			Transit Time						1				
Carrier	Market Share	Market Share CY		Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec A	RB	Cotton R.	Size	ContainerRate
Maersk	38%	38%	19 Days	\$3.20	\$5		15%	\$34					\$5,737
APL	31%	31%	21 Days	\$3.20	\$5		15%	\$34					\$5,737
Sea-Land	15%	15%	19 Days	\$3.20	\$5		15%	\$34		·			\$5,737
cosco	15%	15%	35 Days	\$5,880 <sup>1</sup>	\$40 <sup>1</sup>		ΑI	ΑI					\$5,920

<sup>1</sup> Rate is per container

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